



Revision number: 2

Purchasing Agent: DEBBIE GUNDERSEN

**Item: DATA COMMUNICATIONS EQUIPMENT AND ASSOCIATED OEM  
MAINTENANCE & TRAINING (WSCA)**

Vendor: 94823A                      3Com Corporation  
5400 Bay Front Plaza  
Santa Clara CA 95052

Internet Homepage:

Telephone:                              (847) 262-1062

Fax number:                            (847) 262-0118

Contact:                                Tony Tucker

Email address:                        anthony\_tucker@3com.com

Brand/trade name:                    3Com

Price:                                    See Attached Price List

Terms:                                    Net 30

Effective Dates:                       06/29/02 Through 05/31/04

Days Required for Delivery:        30 Days ARO

Price Guarantee Period:            Discount Good thru Term of Contract

Minimum Order:                       None

Min Shipment Without Charges:    F.o.b. Destination, Freight Prepaid

Other conditions:                     Four (1) year renewal options

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**NOTE: NEW RESELLER ADDED. PRICE LIST WEBSITE CORRECTED.**

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Submit Directly to Resellers.

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.



Authorized Resellers list for Utah:

Vendor # 00917E A	Graybar Electric Co., Inc 2841 South 900 West Salt Lake City UT 84119 Phone: (303) 458-7770 Fax: (303) 477-1582 Email: <a href="mailto:Maury.smith@gbe.com">Maury.smith@gbe.com</a>	Vendor # 55333I A	Valcom Computer 3520 South 300 West Salt Lake City UT 84115 Contact: Shaun Steel Phone: (801) 262-9277 Fax: (801) 262-4752 Email: <a href="mailto:ssteel@slcval.com">ssteel@slcval.com</a>
Vendor # 93934A	CCI Intellisys 2451 South 600 West #100 Salt Lake City UT 84115 Contact: Robert Brown Phone: (801) 975-7466 Fax: (801) 978-2233 Email: <a href="mailto:Robert@cciintellisys.com">Robert@cciintellisys.com</a>	Vendor # 36-4230110	CDW Government Inc. 230 North Milwaukee Avenue Vernon Hills, IL 60061 Contact: Dave Stephens Phone: (800) 336-4314 Fax: (800) 354-7330 Email: <a href="mailto:dstephens@cdwg.com">dstephens@cdwg.com</a>
Vendor #94860A	NetPath Systems LLC 1152 West 2400 South, Suite C Salt Lake City, Utah 84047-1558 Contact: Brian Goodfellow Phone: (801) 972-4661 Fax: (801) 972-4665 E-mail: <a href="mailto:Brian.goodfellow@netpathsystems.com">Brian.goodfellow@netpathsystems.com</a>		

AUTHORIZATION REQUIRED: DAS/ITS (INFORMATION TECHNOLOGY SERVICES) ADMINISTERS STATE AGENCY PURCHASES FROM THIS CONTRACT. STATE AGENCIES (EXECUTIVE BRANCH) MUST COORDINATE THEIR PURCHASE THROUGH DAS/ITS AND MAY NOT PURCHASE DIRECTLY FROM THE CONTRACTOR.

PLEASE CONTACT DAVID LEE AT (801) 537-9251 OR JOHN STUCKI AT (801) 538-3828 FOR ASSISTANCE. DAS/ITS WILL CHARGE STATE AGENCIES BASED ON DAS/ITS' UNIVERSAL SURCHARGE RATE PLAN. POLITICAL SUBDIVISIONS (SUCH AS HIGHER EDUCATION, PUBLIC EDUCATION, CITIES AND COUNTIES) MAY PURCHASE DIRECTLY FROM THE CONTRACTOR WITHOUT STATE INVOLVEMENT.

**Award Categories & Brands**

Routers - 3 Com  
LAN/WAN Wireless - 3 Com

**Discounts:**

3Com's WSCA Contract pricing is based on discounts off list price. The discount percentages vary by 3Com Product Category. 3Com's LAN Telephony products are being offered as a sub-category with a separate discount schedule. A separate discount percentage is also being offered for 3Com Starter Kits. Details are provided below.



<u>Discount Category</u>	<u>WSCA Discount</u>
B	41%
D	10%
E	0%
F	30%
G	40%
J	40%

  

<u>LAN Telephony</u>	
F	0%
G	13%
J	4%

3Com is offering WSCA a 15% discount off List Price for Express and Guardian Services.

**Price List:**

To access the website for price list go to: [http://www.3com.com/solutions/en\\_us/government/price list/wsca.html](http://www.3com.com/solutions/en_us/government/price_list/wsca.html)

**WSCA Website:**

<http://www.aboutwsca.org>

**FINET COMMODITY CODE (S):**

20464000000 - Network Components: Adapter Cards, Bridges, Connectors, Expansion Modules/Ports, Hubs, Line Drivers, MSUAs, Routers, Transceivers, etc.

20621000000 - Communication Control Units: Concentrators, Multiplexors, Couplers, etc.

20623000000 - Communication Processors and Protocol Convertors: Front-End Processor, Protocol Interchange, Switching Controls, etc.

Western States Contracting Alliance  
Response for Wireless Communication Services and Equipment

Sprint PCS Free & Clear Plans

<i>Minutes in Plan</i>	<i>Monthly Recurring Charge</i>	<i>Additional Minutes</i>	<i>WSCA Price with 15% Government Discount</i>
300	\$34.99	\$0.40	\$29.74
600	\$49.99	\$0.40	\$42.49

Plans include:

- Nationwide Long Distance
- Voicemail with Numeric Paging
- Caller ID
- Call Waiting
- Three-Way Calling
- Ability to customize your plans with add-on options

The following options are included in the Total Digital Connection Plans, but available on Free & Clear Plans for a monthly recurring charge:

Sprint PCS Wireless Web<sup>SM</sup>

This option allows your employee to use any or all of their service plan minutes for wireless connection to your company network or the wireless Internet through your Sprint PCS Phone. You will need to purchase a Sprint PCS Phone that is web-ready, as well as a Wireless Web Connection Kit (only \$29.99 for those on plans of \$49.99 or more) or Sprint PCS Wireless Web Modem (\$299.99). Also receive 50 updates or messages (each additional update or message is \$0.10). Without this option, a per-minute charge of \$0.39 applies for Sprint PCS Wireless Web Connection or Browser usage.

Sprint PCS Voice Command<sup>SM</sup>

Sprint PCS Voice Command allows your employees to make connections quickly and safely by simple voice commands like "John at work" or "Donna's Sprint PCS Phone" while on the Sprint PCS Network. Voice Command is included in Total Digital Connection Plans and can be added to Free & Clear Plans for only \$5.00 per month. You can create 500 entries of up to five phone numbers per entry. Entries can be made through a website or by calling Sprint PCS Directory Assistance. Directory Assistance charges \$0.99 per call, the first two entries made on each call are included. Additional entries on the same call are \$0.50 each.



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# Western States Contracting Alliance Response for Wireless Communication Services and Equipment

## Sprint PCS Total Digital Connections

Minutes in Plan	Monthly Recurring Charge	Additional Minutes	WSCA Price with 15% Government Discount
700	\$59.99	\$0.35	\$50.99
1200	\$79.99	\$0.35	\$67.99
1500	\$99.99	\$0.35	\$84.99
2000	\$119.99	\$0.35	\$101.99
3000	\$149.99	\$0.15	\$127.49
4000	\$199.99	\$0.15	\$169.99
6000	\$299.99	\$0.15	\$254.99
8000	\$399.99	\$0.15	\$339.99

Sprint PCS Total Digital Connections give business users a choice of comprehensive pricing packages of minutes that can be used for either voice or data. These plans also include a number of value-added features:

- Anytime minutes with Long Distance
- Sprint PCS Voice Command
- Sprint PCS Wireless Web—all minutes in the plan can be used for either voice or data.
- Instant Messaging—50 messages per month and \$0.10 per message overage
- Eligible for Shared Minutes
- Eligible for Travel Option
- Employees signing a two-year agreement will receive \$150 service credit; three-year agreements receive a \$200 credit. Employees on existing plans will have to pay the early termination fee for their current agreement, but will nullify that charge by signing a two or three-year agreement.

### Optional Pricing Add-Ons



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## Western States Contracting Alliance Response for Wireless Communication Services and Equipment

### Travel Option

The Sprint PCS Travel Option allows frequently traveling employees can control roaming long-distance charges. Receive an additional 100 to 200 off-network minutes with free long distance. Travel Options are limited to one per subscriber. Your employees on the \$49.99 plans and higher can add 100 minutes for a \$20.00 monthly recurring charge or 200 minutes for a \$40.00 monthly charge. Travel Option minutes cannot be shared within Shared Minutes groups.

The following options are available for a \$10.00 monthly recurring charge (less NVP discount if applicable):

### Team Option

This allows your teams of employees to stay in touch as if they were in the same office. Receive 1000 additional minutes a month to make calls from one Sprint PCS Phone to another Sprint PCS Phone on plans \$34.99 and up. Calls made from or received on handsets with this feature first use the Team Option minutes and then use the minutes included in the basic plan. Domestic long distance is included for calls made on the Sprint PCS Network, and additional Team Options can be selected with a \$10 monthly recurring charge each. Team Option minutes cannot be shared in Shared Minutes groups.

### Sprint PCS Wireless Web Messaging

Your employees receive 500 wireless Internet messages of up to 100 characters each on their Sprint PCS Phones for a \$10 monthly recurring charge. Additional messages are \$0.10 each. You may add more than one Sprint PCS Wireless Web Messaging Option to your plan. You can also choose a smaller bundle of wireless Internet messages; 30 messages per month for a monthly recurring charge of \$1.99. Messages from this option cannot be shared in Shared Minutes groups.

### Sprint PCS Add-a-Phone<sup>SM</sup>

Sprint PCS Add-a-Phone allows additional phones with separate Sprint PCS Phone Numbers in the same service area to share the minutes on one service plan. This option is available on the \$49.99 Free & Clear Plan only. One to four phones can be added per service plan, depending on the credit class of the primary user. The \$10 monthly recurring charge applies to each phone sharing minutes, including the primary phone. This option is not available with Shared Minute plans. Team Option minutes, Travel Option minutes and Wireless Web Messages cannot be shared with Add-a-Phone.

### Sprint PCS Add-a-Modem Card Option<sup>SM</sup>



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## Western States Contracting Alliance

### Response for Wireless Communication Services and Equipment

Sprint PCS Add-a-Modem Card<sup>SM</sup> allows employees to add a Sprint PCS Wireless Web Modem to their existing service plan for a \$10 monthly recurring charge. Unlike the Add-a-Phone, the \$10 charge applies only to the added card, not the primary phone as well. All minutes used on the Wireless Web Modem will be taken from the minutes in your primary service plan. The Add-a-Modem Card is available on all Total Digital Connection Plans and the \$49.99 Free & Clear Plan with a Wireless Web Option. Employees on Shared Minutes plans are not eligible.

#### Off-Network Option

Your employees receive 50 minutes of off-network roaming for use when traveling off the Sprint PCS Nationwide Network for a \$10 monthly recurring charge. Additional charges of \$0.25 per minute apply for domestic long-distance calling. Long distance and roaming charges incurred while international roaming in Canada, Mexico and other foreign countries may vary depending on the serving country. You cannot combine Travel Option minutes with this option.

#### Night and Weekend Minutes

The Night and Weekend Minutes option gives your employees 200 additional minutes to use Monday through Thursday, 8 P.M. to 7 A.M. and 8 P.M. Friday to 7 A.M. Monday. Your Night and Weekend minutes are automatically used first, reserving your regular minutes for peak-time usage.

#### Wireless Web Flat Rate

For a \$40.00 monthly recurring charge your employees can receive unlimited use of the Sprint PCS Wireless Web Browser. This option is only available on plans \$49.99 or higher and includes 50 text messages of up to 100 characters.

The following option does not incur a monthly recurring charge:

#### Shared Minutes<sup>SM</sup> Option

You can get more out of your business service plan by combining minutes from five or more plans. With the Sprint PCS Shared Minutes option, you can share a colleague's unused service plan minutes if you exceed yours. Each team member selects one of the qualifying service plans that best fits his or her needs. Once your team has used its combined minutes for the month, each user will be charged the additional minute rate from his or her service plan.

The Sprint PCS Shared Minutes option is an add-on to the Sprint PCS Free & Clear Plan beginning at \$49.99 and above. The pooling of



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## Western States Contracting Alliance Response for Wireless Communication Services and Equipment

customers works nationwide on the Sprint PCS Network as in the example below:

WSCA Customers	Sprint PCS Plan Minutes	Actual Minutes Used	Monthly Recurring Charge	WSCA Price with 15% Government Discount
A-Seattle	700	1,000	\$59.99	\$50.99
B-Kansas City	700	800	\$59.99	\$50.99
C-Dallas	1,200	300	\$79.99	\$67.99
D-Miami	1,200	1,100	\$79.99	\$67.99
E-New York City	1,200	1,300	\$79.99	\$67.99
Totals	5,000	4,500	\$359.95	\$305.95

Each employee pulls from the 5,000 pool of minutes. In this scenario, Customers A,B & E would not be charged overage for the extra minutes because the minutes were pulled from the pool containing all of the unused minutes. By pooling the employee plans, WSCA saved \$175.00 dollars in overage costs. Not only do you save the overage cost, but you are also utilizing the unused minutes Employee C would have lost.

**Sprint PCS Advantage Agreement for Business Service Credits**  
Employees receive the following service credits for signing a two or three year Sprint PCS Advantage Agreements:

Term Agreement	Free & Clear Plan Service Credit	Total Digital Connection Plan Service Credit
2-year agreement	\$100.00	\$150.00
3-year agreement	\$150.00	\$200.00

See the Sprint PCS Term Service Agreement for penalties associated with non-fulfillment of the Sprint PCS Advantage Agreement.



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